Agency-Consultant ROW Service Agreements

Chris Johnston, SCDOT Asst. Director of RW
Hugh Hadsock, Asst. Director of RW
CONSULTANT SELECTION

Method

Preapproved Consultant List

- Contracts Office
- Put RFQ Out On The Street For Selection
- Scoring By TAG (Technical Advisory Group)
  - 70% TAG 30% RW Section Weighted Scoring
- Individual Contracts Award To Each Selected Firm
CONSULTANT SELECTION

Method

Request for Proposal (RFP)

- Create Project Scope
- Scope Sent To Pre-Approved Consultants
- Proposals Scored By Right of Way Office
  - Weighted Scoring Factors Vary Depending on Project Complexity
- Cost Is A Weighted Factor (Not Low Bid)
CONSULTANT SELECTION

Open And Direct Communication With Right of Way
CONSULTANT SELECTION

Contract Awarded (Contract Modification)
CONSULTANT SELECTION

Method

Preapproved Consultant List

- Procurement Office
- Put RFQ Out On The Street For Selection
- Proposals Scored By Right of Way Office
  - 100% RW Section Weighted Scoring
- Procurement Awards To Selected Firms
  - No Written Contract
CONSULTANT SELECTION

Method

Request for Proposal (RFP)

- Create Project Scope (Right of Way Office)
- RFP Sent To SCBO (State Procurement Website)
  - For Only Preapproved Firms
- Proposals Scored By Right of Way Office
  - Weighted Scoring Factors Vary Depending on Project Complexity
- Cost Is A Weighted Factor (Scored By Procurement Office/Not Low Bid)
CONSULTANT SELECTION

All Communication through Procurement
CONSULTANT SELECTION

Contract Awarded by Procurement (RFP)
OBSTACLE

Minimum Flexibility

Limited Customization
OBSTACLE

Time

3 to 9 Month Process
“Determine that the thing can and shall be Done, and then we shall find the way”

-Abraham Lincoln
OVERCOMING OBSTACLE’S

I feel the need, the need for speed.
CONSULTANT SELECTIONS

Method

Fixed Price

- Pre-Approved Consultant List
- Scope Fix Pricing
- Firms Submit Fix Pricing Proposals
- SCDOT Pre-Set Maximum Limits
- Procurement Awards Fix Pricing Base On Firm Submittals
Fixed Price Advantages

- Reduced Time - 2 weeks Process
- Added Flexibility To Contract For Need
  - Sole Source Selection
  - Hire for Specialty Acquisition/Relocation
  - Target Specific Project Needs
- No Change Orders
CONSULTANT SELECTION

Direct Communication with Right of Way
Limitations

Short Comings

- Prequalified Firms Do Not Have To Participate
- Contract Capped Over 3 Year Period
- Large Acquisition Projects
- Set Fee
WHAT IS YOUR PATH?
The End

Questions?
Contact Information

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Agency / Consultant Right of Way Service Agreements

Steve Toth, President & COO
O. R. Colan Associates
DBE REQUIREMENTS

YES 20%
NO 70%
AT TASK ASSIGNMENT 10%

Committee on Right of Way, Utilities, and Outdoor Advertising Control Annual Meeting, 2019
SELECTION PROCESS

1. 80%
2. 15%
3. 05%

Selection Based on

1. Qualifications
2. Qualifications & Price
3. Qualifications & Interview
4. Other???
REAL ESTATE LICENSE REQUIRED

- YES
- NO
FIRMS SELECTED

# of Firms Selected by State

- 21+, 10%
- 11-20, 15%
- 6-10, 30%
- 2-5, 40%
- 1, 5%

Committee on Right of Way, Utilities, and Outdoor Advertising Control Annual Meeting, 2019
Committee on Right of Way, Utilities, and Outdoor Advertising Control Annual Meeting, 2019
# CONTRACT AMOUNTS

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HOW IS WORK AWARDED?

- By Project or Direct Select
- Task Order Request or Price Request
- Qualifications + Bid or Rotation

Who Awards the Work?

- Central Office, Region, or District
## CONTRACT TERM

### Agreement Term

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Thank You!